



TRAINING PROPOSAL FOR
International Business Machines Corporation
18-0545

Panel Meeting Date: 01/24/2018
Regional Office: San Francisco Bay Area Regional Office
Analyst Name: Lily Lai
Type of Proposal: Single Employer
Funding Source: Out of State Competition

FUNDING OVERVIEW

Provided here is a summary of the funding for the proposed Training Project.

TOTAL ETP FUNDING: \$ 734,076.00			
Program & Admin Cost	Support Cost (\$)	Substantial Contribution (\$)	Total In-Kind
\$ 734,076.00	N/A	\$ 0.00	\$ 2,564,000.00

APPLICANT PROFILE

Company Summary	Founded in 1911, International Business Machines Corporation (IBM) (www.ibm.com) provides Information Technology (IT) products and services worldwide. It creates, designs, markets, manufactures, and sells advanced technologies including computer systems, software, networking systems, storage devices, cloud computing, data analysis, data warehousing and web content delivery to a global customer base in a myriad of industries.
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Industry Sector(s)	Professional, Scientific, and Technical		
Priority Industry	Yes		
No. Employees (Applicant)	State: 6,000	US: 7,0000	World Wide: 36,0000
Turnover Rate (Applicant)	2.45 %		

Repeat Contractor	Yes
High Unemployment Area	No
Union(s)	N/A

TRAINING PROFILE

Training Objective(s)	To remain competitive and in the forefront of innovation, IBM must retrain and enhance employees' skills to better serve its clients by solving complex business and technical issues, providing consulting, process design, systems integration, and software application design and management.
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Training is summarized below, with additional details in *Attachment 1 - Group and Job Title Details* of this Panel Proposal.

#	Group Characteristics	# Of Trainees	Reimbursement Rate	Weighted Avg. Hours	Cost Per Trainee	Min-Max Hours
1	Retrainee	1942	\$ 18.00	21	\$ 378	8 - 200

PROPOSED TRAINING PROJECT DETAILS

Provided here are the details for the proposed Training Project.

1. Company Background

IBM invents and applies technology to help solve clients' most difficult business and competitive problems. It is the diversity and breadth of the Company's portfolio -- spanning hardware, software, services, research, financing and technology - that uniquely separates IBM from other companies in the IT industry.

IBM is aligned around a single-focused business model: Innovation. It participates in the highly competitive IT industry, where competitors vary by industry segment and range from large multinationals to smaller, more narrowly focused entities. IBM creates business value for its customers and solves business issues through integrated solutions that leverage IT and deep knowledge of the business processes. IBM solutions typically create value by reducing a customer's operating costs, or by enabling new capabilities that generate revenue. The solutions draw from an industry leading portfolio of enterprise software, systems and technology, delivery and implementation services, financing and consulting.

IBM is committed to leading the development of state-of-the art technologies, and the products and service offerings built around them, and measures its performance by how well it helps clients. The Company's business model is built to support two principal goals: helping enterprise clients to become more innovative, efficient and competitive through the application of business insight and IT solutions; and providing long-term value to shareholders. The business model has been developed over time through strategic investments in capabilities and technologies that have superior long-term growth and profitability prospects based on the value they deliver to clients.

2. Current Training Project Details

Provided here are details on the purpose of the training, a summary of the marketing plan and support costs.

Purpose of Training	<p>This will be IBM's seventh ETP Agreement, its third in the last five years. Training in this proposal will focus on new and/or updated technologies. Some courses from the previous Curriculum may be included in this proposal but will not be duplicated for any trainees.</p> <p>Demand is surging. Technical skills are being sought not only by traditional technology companies, but also by banks, manufacturers, retailers, insurers, healthcare providers and others increasingly reliant on technology. In addition, technical literacy is critical for functions as varied as IT, finance, marketing and logistics. Simultaneously, the supply of technical workers is more unpredictable. Considerable uncertainty surrounds government programs that facilitate the entry of technologists into the United States, further constraining companies' ability to meet their technical needs.</p>
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PROPOSED TRAINING PROJECT DETAILS

	<p>IBM needs to ensure the skills, training and education of its employees remain at the leading edge of this digital transformation and provides training in a number of critical digital technologies. One such is Cloud computing, often referred to as "the cloud," for the delivery of on-demand computing resources. Cloud-based applications—or software as a service—run on distant computers "in the cloud" that are owned and operated by others and that connect to users' computers via the internet.</p>
Training Infrastructure and Administrative Plan	<p>A Project Executive and Project Manager are assigned to administer this Agreement. The Company's Learning Management System (LMS) will be used to manage registration and track training data and progress during the contract term. The LMS has been reviewed and approved by ETP. IBM will also retain CMTA to perform administrative duties such as enrollment, tracking training hours, and invoicing.</p> <p>Training will be delivered by in-house subject-matter experts and vendors if necessary. Training will be delivered through Class/Lab, E-Learning, and Computer-Based Training.</p> <p>IBM's current annual training budget for California is \$9.5M.</p>
Marketing Plan (MEC Only)	N/A
Support Cost Description (MEC Only)	N/A
Substantial Contribution Description	<p>IBM has not earned more than \$250,000 at any one location in the previous five years; therefore, substantial contribution is not applied. Over the last five years, IBM has earned a total of \$531,278 statewide across multiple locations.</p>

3. Curriculum Summary

Provided here is a summary of the curriculum that will be delivered. *Attachment 2 - Training Delivery and Curriculum Listing* provides full detail on the training that will be provided.

Delivery Method/Level	Classroom/Simulated Laboratory
Summary	
All occupations (Attachment 1) will receive training in Business, Computer and Management Skills as identified (Attachment 2).	

Delivery Method/Level	E-Learning - Computer Based Training (CBT)
Summary	
All occupations (Attachment 1) will receive training Business, Computer and Management Skills as identified (Attachment 2).	

PROPOSED TRAINING PROJECT DETAILS

Delivery Method/Level	Classroom/Simulated Laboratory
Summary	

Delivery Method/Level	E-Learning - Instructor Led/Distance Learning
Summary	
All occupations (Attachment 1) will receive training in Business, Computer and Management Skills as identified (Attachment 2).	

4. Additional Company or Training Project Details

Provided here is additional information relative to the proposed Training Project.

4.1 Program Waivers

Provided here are the waivers and their descriptions that apply to this Panel Proposal.

Waivers	Description
Computer-Based Training (CBT)	<p>The majority of the training requested under this proposal is technical skills training in high level programming languages; implementing and integrating newly acquired technologies; and training in developing solutions for clients. IBM develops and offers over 5,000 CBT courses through its LMS.</p> <p>On average, IBM estimates that trainees will receive 50% of training hours via CBT. Some trainees will receive up to 100% of the ETP training via CBT to allow for a flexible training program to meet training needs on a Just-In-Time basis as trainees can access training as needs arise. In the last ETP Contract, IBM delivered 21,170 (56%) CBT hours out of the total 37,497 reimbursable hours.</p>

4.2 Subcontractor Summary

The applicant has retained the services of the following Subcontractor(s).

Subcontractor Type	Subcontractor Name	City	Service Cost or Percentage
Development	None selected to date	N/A	N/A
Administrative	California Manufacturers	Sacramento	Not to exceed 13% of earned funds
Training	None selected to date	N/A	N/A

PROPOSED TRAINING PROJECT DETAILS

4.3 Previous ETP Project Summary

The table below summarizes the active performance under the ETP contract.

The table below summarizes Contractor's performance under prior ETP contract(s) completed within the last five years.

Previous Contract Activity					
Agreement Number	Location(s)	Term	Approved Amount	Project Earnings	Performance Percentage
ET16-0273	Statewide	12/14/15 – 12/13/17	\$388,378	\$388,378	100%
Notes	Training and retention were completed by July 2017, five months early.				
ET12-0183	Statewide	11/28/11 – 11/27/13	\$424,575	\$142,900	34%
Notes	<p>ET12-0183: IBM did not include the San Jose facility in order to focus training at other regional sites in California that received a small portion of training under the previous ETP Agreement. However, over 4,000 hours of training was completed at the San Jose site at a cost of over \$300,000 during the Agreement term. Had the San Jose site been included, IBM would have met all training objectives and earned 100% of funds.</p> <p>This low performance was an anomaly since IBM performed well under two previous Agreements: 100% (ET10-0166) and 83% (ET07-0188).</p>				

4.4 Supporting Panel Proposal Documentation

Provided in Attachments 1 and 2 are additional application details on the intended training population, the detailed curriculum, and associated program characteristics that are related to this proposed Training Project.

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

<i>Delivery Method /Level</i>	<i>Classroom/Simulated Laboratory</i>
Training Type (Level)	Planned Course Offerings
Business Skills	2H Opportunity Pass Automation Initiatives / SCOR
	Achieving Sales Excellence with Social Selling
	Adobe Seller Masterclass
	Advanced Sales Leadership
	Automotive, Aerospace & Defense Industry Works
	Banking & Financial Management Jump Start
	Best Practices for Selling IBM SPSS Statistics
	Beyond the Twilight Zone (Supplier, Scope and Pro
	Building Pipeline with Client-Centric OI
	Business and Industry Insight Program
	Buyers - Developers
	CAI AMSI/Cloud, Analytics, Mobile, Social - Getti
	CAI Canada Sales & Delivery Leader Education
	CAI NextGen EA Growth Platform Workshop
	Consulting by Degrees Leadership Skills Workshop
	Create a Distinctive Experience Learning Lab and
	Customer Engagement & Design: Client Service & Se
	Customer Temperament: Strategies to Build Better
	Delivery to Sales
	Driving Client Value with Services - Mandatory NA
	Energy & Utilities Workshop
	ES Accelerate Progressive Learning Refresh after
	Finance Facilitator Excellence
	Financial Selling - Executive Conversations class
	GBS Core Capabilities: Experienced to Expert (E2E
	GBS Core Capabilities: Expert to Leader
	GBS Core Capabilities: Foundation to Experienced
	GBS Cornerstone Session 1
	GBS Cornerstone Session 2
	GBS ISA Sellers Enablement Program
	GBS NA Sales Immersion
	GBS NA Sales Immersion Program
	GBS Partners Industry training
	Global Industry Co-Lab Summit
	Global Sales School CE (ES) STD Lab/FTP Kickoff
	Global Sales School CE (NS) CTD Lab/CE Kickoff
	Global Sales School CE (NS) FTP Lab/DWS Kickoff
	Global Sales School CE (NS) STD Lab/DWP Kickoff
	Global Strategic Conversations

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

	Greater China Group Smarter Selling Academy
	Healthcare & Life Sciences Industry Workshop
	How to Win Deals by Leading with Social Media Ana
	IBM Human Resource Summit
	IBM Services & Solutions Top Gun
	IBM Storage Solutions Top Gun
	IBM Systems & Platform Top Gun
	IBM-Adobe North America Roadshow
	Industry Learning Lab
	Insight Selling to the CxO
	Insurance Jump Start Session
	Leading Major Client Partnerships (LMCP), Lab A
	Leading Major Client Partnerships (LMCP), Lab B
	Leading Major Client Partnerships (LMCP), Lab C
	MEA Smarter Selling Industry Academy
	North America Block Chain Seller Workshop
	NSJ Sales College
	NSJ Sales College for New Sellers
	Partner Summit
	Sales Execution Excellence for Mana+B114gers - NA
	SAP Finance Transformation in the S/4 Digital Era
	SAP Sales & Solutioning in the S/4 Digital Era
	Strategic Negotiating
	Telecoms and Media & Entertainment Industry Works
	Value Driven Proposals (VDP), 1 Day Account Team
	Value Driven Proposals(VDP) for CBDers
	Which Software and Service Agreements do your Cli
	Why Your Clients Will Buy More From You
	Winning with Industry Solution in GTS (Global Tec
Computer Skills (Standard)	Accelerating Growth on the Oracle Cloud: IBM's Ca
	Advanced Technical Eminence
	Agile education from Scrum Alliance
	Agile for EPH
	Agile Product Ownership [F2F-APO]
	Agile Program and Operations Fundamentals [F2F-AA
	Agile Program Fundamentals
	AP Distribution Sector Colab
	Apple and IBM Experts 2.1 Workshop
	Apple and IBM Partnership (AIP) Regional Seller W
	Application Innovation: Charting Our Course in th
	Architectural Thinking

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Provided below are details on the types of training planned for this proposed Training Project.

Azure Big Data and Analytics Bootcamp
Big Data Sales Academy - (Hadoop and SPARK)
Block Chain Developer
Blockchain Technology Workshop
Bluemix Garage Architect Advanced Bootcamp
Bluemix Garage Training
Bootcamps with IBM Design
Breakthrough Technical Eminence
Building your Success with IBM Cloud Object Storage
CbD Digital Accelerator Workshop
Cloud Sales Acceleration Workshop
Cloud, Analytics, Mobile, Social Solutioning Work
Competing to win with the Watson Analytics/Cognos
Data Science Bootcamp
Demystifying Security: Starting a security conversation
Design Thinking Workshop (GPSD)
Digital Change Fast-start co-creation event
Digital Reinvention and Design-based Consulting,
Digital Strategy Fundamentals
Distinguished Engineers Workshop
EA Methods, Tools & IMPACT Industry Solutions in
Enterprise Architecture
ExperienceOne/Amplify
External Agile Training leading to a certification
FED@IBM Hackademy
Global Business Services Mobile Sellers Workshop
IBM Big Data and Analytics Top Gun
IBM Bluemix Garage Designer Bootcamp
IBM Bluemix Garage Method Developer Bootcamp
IBM Bluemix Solution Architect Foundations Bootcamp
IBM Design Thinking - Advanced (2d)
IBM Design Thinking for Client Engagement
IBM Design Thinking for Executives
IBM Design Thinking for Practitioners
IBM Design Thinking Foundations (2d)
IBM Enterprise
IBM Services & Solutions Top Gun
IBM Software Defined Storage Infrastructure Top Gun
IBM Systems & Platform Top Gun
IBM Systems Technical University
IBM World of Watson

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Provided below are details on the types of training planned for this proposed Training Project.

	IBV Learning and Collaboration Event
	Innovations in Transformation
	Integrated Business Processes in SAP S/4 HANA (TS
	Internet of Things (IOT) Sales Champions
	Intro to IBM Cloud and Competitive Landscape
	IOT (Internet of Things) Agile Account Clinic
	IOT (Internet of Things) Masterclass
	LD300: Leading the Transformation
	Maestro - Face to Face offering
	Mastering Opportunities for IBM Bluemix IaaS (Sof
	Microsoft Dynamics Customer Service (including CR
	Microsoft Dynamics New AX (AX7) - Delta Training
	Microsoft Internet of Things - Connected Field Se
	MobileFirst for iOS - Project Management
	MobileFirst for iOS Experts Program : Session 2
	Objection Handling - NA IDS SW Team ONLY Topic
	OM (Offering Management) Fundamentals
	Oracle Financials Cloud: Financials Implementatio
	Oracle North America Service Line Leadership Summ
	Oracle Sellers Training
	Other (PDE Leadership) External Vendor Training
	QMF quadrature mirror filter II
	Regional Technical Exchange
	SAP Customer Centricity in the S/4 Digital Era
	SAP Process, Methods & Tools
	SAP Sales & Solutioning
	SAP Supply Chain Transformation in the S/4 Digita
	Server Side Swift (SSS) Development
	Smarter Workforce
	Storytelling for Global Business Services
	Succeeding with Live Engage Chat - Mandatory NA I
	TandE Digital Change Management Workshop
	Technical Women's Pipeline Workshop
	Think 2018 - Access the latest innovations, insig
	Tririga Application Development Bootcamp
	Watson Developer Cloud (WDC) Hack-a-thon
	Watson Explorer - Advanced Edition (Analytics Com
	Watson Explorer Foundational Components 201 (WE 2
	Watson Knowledge Studio Workshop (WKS201)
	Women in Technology International (WITI)
Management Skills	AccEL (Accelerate Executive Leadership)

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Provided below are details on the types of training planned for this proposed Training Project.

	Accelerate Executive Presence
	Advanced MicroMBA Program for Research - Almaden
	Breakthrough Value Leadership
	Building Relationships and Influence for IBM Lead
	Business and Industry Insight
	Business Partner Engagement
	Business Storytelling for Sales
	Catalyst - Leaders of Change (Session II)
	Catalyst Enterprise Session I- development for Ex
	Catalyst Enterprise Session II - development for
	Catalyst: Leaders of Change Program
	Complex Program Management Master Class
	Executive Insights for Executive Leaders New to I
	Facilitator Activation I. with IBM Studios Austin
	Get Essential! Delivery Excellence
	GTS (Global Technology Services) T&T TTIE Growth
	Leadership Insights
	MD 102 - Manager Impact through Signature Experie
	MD 201 - Creating a Culture of Empowerment
	MD 201 - Leading a Culture of Signature Experienc
	MD 202: Cultivating Empowerment and Accountabilit
	MicroMBA for IBM Research-Almaden
	MicroMBA Program for Research - Almaden
	PE Growth Leadership Accelerator
	Present with Eminence
	Project Management Principles
	Sink or Swim - Resolving Difficult PM Challenges
	Territory Management
	Transformation Leadership
Delivery Method /Level	E-Learning – Instructor Led/Distance Learning
Training Type (Level)	Planned Course Offerings
Business Skills	2-Year New Sellers Journey for Experienced (1 of
	2-Year New Sellers Journey for Experienced (2 of
	2-Year New Sellers Journey for Experienced (3 of
	2-Year New Sellers Journey for Experienced (4 of
	2-Year New Sellers Journey for New Sellers (1of 4
	2-Year New Sellers Journey for New Sellers (2of 4
	2-Year New Sellers Journey for New Sellers (3of 4
	2-Year New Sellers Journey for New Sellers (4of 4
	Executive & High Band Integrated Success Plan
	Financial Selling : Conducting Client Financial-B

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Provided below are details on the types of training planned for this proposed Training Project.

	Financial Selling : Developing Client Financial I
	Financial Selling : Developing High-Level Estim
	Global Sales School CE (ES) DWS Review/CE Kickoff
	Global Sales School CE (ES) FTP Review/DWS Kickof
	Global Sales School CE (ES) Kick Off
	Global Sales School CE (NS) DWP Review/FTP Kickof
	Global Sales School CE (NS) DWS Review/CTD Kickof
	Global Sales School CE (NS) FTP Review
	Global Sales School CE (NS) Kick Off
	Industry Gold - Sprint 1: Industry Landscape
	Industry Gold - Sprint 2: Industry Outlook
	Insight Selling to the CxO - Virtual Kickoff
Computer Skills (Standard)	Advanced Excel
	Advantage Suite Data Model Fundamentals for Analy
	AIS Mobilization - Web 2.0 and Related Technology
	Cloud, Analytics, Mobile, Social, Security Overvi
	E-Commerce solutions in EA
	ES Accelerate Practitioners Fundamentals & Practi
	GTS (Global Technology Services) Chief Architect
	IBM Omni-Channel Merchandising Extended Overview
	IBM Omni-Channel Merchandising Markdown Optimizat
	IBM Omni-Channel Merchandising Price Optimization
	IBM XIV Technical Training
	IBM z Systems: Technical Overview of HW and SW Ma
	Immigration Determination Tool (IDT)
	Interconnecting Cisco Network Devices Part 1 (ICN
	Interconnecting Cisco Network Devices Part 2 (ICN
	Leveraging SAP System Refresh Automation
	Maestro Development Program Kickoff
	Maestro LVC #2: Market Forces/Strategic Conversat
	Module 1: Compliance Management & Audit
	Module 2: Account Management
	Module 3: IAM and Policy Management
	Module 4: Patch, Health Checking, and System Acc
	Module 5: Issue, Risk, & RCA Management
	Module 6: Network Services & Regulatory Managemen
	Module 7: CWP Tool Hands-On
	Module 8: ECM Tool Overview
	Omni-Channel Merchandising Price Optimization Upd
	Oracle Cloud learning webinar session
	Oracle Financials Cloud: Payables to Cash Managem
	Oracle Financials Cloud: Receivables to Collectio
	Oracle Procurement Cloud: Procurement Implementat

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Provided below are details on the types of training planned for this proposed Training Project.

	PLD Skilled Resource Delivery
	Process Excellence Lean Six Sigma Black Belt Educ
	Process Excellence Lean Six Sigma Green Belt Educ
	SAN Volume Controller (SVC) Planning and Implemen
	Solutioning Workbench (SWB) Tool Orientation - BP
	SSE - Apache Hadoop Fundamentals on Power Systems
	SSE - Docker Essentials for Power Systems
	SSE - Essentials of PowerVM
	SSE - IBM Cloud Object Storage: Implementation an
	SSE - IBM Cloud Orchestrator for POWER Systems
	SSE - IBM Cloud PowerVC Manager I: Essentials
	SSE - IBM Spectrum Accelerate Implementation
	SSE - IBM Spectrum Scale (GPFS) I: System Adminis
	SSE - IBM Spectrum Scale Advanced Administration
	SSE - Red Hat Storage Management
	SSE - RedHat Storage Management
	SSE - Storage Area Network Fundamentals
	SSE - Ubuntu Server Installation and Administrati
	Systems of Insight - How Analytics and Watson Pro
	Talent Development & Optimization Capability
	Team Solution Design Workshop
	USSE - AIX Internals & Performance III: I/O Manag
	USSE - Essentials of PowerKVM
	USSE - IBM PowerVM Virtual I/O Server I: Configur
	USSE - IBM PowerVM Virtual I/O Server II: Advance
	USSE - PowerLinux Administration
	USSE - PowerLinux Performance Management
	YOU and the Client experience - Business Acumen
Management Skills	Agile for Project Managers
	Converting Strategy Into Action
	Creating Client Value :The Fourth Dimension
	Customized Strategic Enablement: Management Devel
	Cutomized Management Development Module (MDM)
	Emerging Leaders - Strategy and Finance for Leade
	Executing Complex Programs
	Getting Oriented for Managers - Performance Manag
	Getting Oriented for Managers - Role of the IBM M
	Giving And Receiving Feedback
	Innov8 Project Manager - Facilitated discussion
	ITS Engagement Leadership Workshop On-Line
	Kenexa Leadership Assessments Workshop
	Leadership in a Project Team Environment
	Leading Change from the Middle for Project Manage

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Leading Engaged Teams
Leveraging the Customer Relationship
Managing Low Performers
Managing Your Project Finance - for Partners and
Mastering the Project Portfolio
MD101 LVC - Essentials to Lead
MD103 LVC - Interpreting the Success Profile Feed
PM Pro Certification (PMP) 5.0 (5th Ed Aligned) E
PM Pro Certification (PMP) 5.0 (5th Ed, PMI Updat
Project Management Basics - Understanding basic e
Project Management Basics- Managing Risks and Com
Project Management Fundamentals
Project Troubleshooting and Recovery
Review for Experienced Project Managers Applying
The IBM Master Black Belt for a New Era
Whole Brain Thinking (HBDI) Team Workshop

<i>Delivery Method /Level</i>	<i>E-Learning – Computer Based Training (CBT)</i>	
Training Type (Level)	Planned Course Offerings	Standard Hours
Business Skills	101 Consumer Package Good Overview & Value Chain	0.75
	101 Introduction to the Health Care Industry	1.50
	101 Introduction to the Retail Industry	0.50
	102 Inside Health Care Providers	2.00
	102 Overview of Key Retail Processes	1.00
	103 Inside Health Care Payers and Plans	2.50
	104 Retail Key Performance Indicators	1.50
	105 Supply Chain	1.00
	106 Retail IT Architecture	1.00
	109 Retail - E-Commerce	1.00
	201 Business of Health Care Providers	2.50
	202 Business of Health Care Payers	2.00
	3D in Every Deal On-line Education	2.00
	3DD On-line Education Module	1.00
	Accounting 101	0.83
	Accounts Payable Overview	1.00
	Accounts Receivable Overview	1.00
	Advanced CSat Topics for OOs, OO Mgrs. and Select	0.58
	Advanced Revenue Recognition: Multiple Elements A	0.75
	Africa Credit Risk Management	1.50
	Air segment fundamentals	0.75
	American Honda Motors KYC	0.50
	An overview of IGF Workbench	1.00

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Provided below are details on the types of training planned for this proposed Training Project.

Automotive Commercial Vehicles	1.00
Banking Financials (Industry Itinerary)	1.00
BI (Business Intelligence) Method Overview	1.00
Black Swan-Enable improved preparedness and respo	0.71
Business Acumen	1.00
Business Analysis Requirements Elicitation	2.00
Business Analysis: Introduction to Requirements A	2.50
Business Analysis: Verify and Validate Requiremen	2.00
Business Case Methodology	1.00
Business Continuity & Financial Risk Management	1.00
Business Controls for Global Administration	1.50
Business of Consumer Payments	2.00
Business of Core Banking	1.01
Business of Investment Banking and Trading	2.00
Business of Life Insurance	1.50
Business of Retail Banking	2.00
Business Partner Essentials: Understanding and Wi	1.00
Business Writing: Editing and Proofreading	1.00
Business Writing: How to Write Clearly and Concisely	1.00
Campaign Planning - Performance Marketing Essenti	1.00
CBV Financial Acumen (Client Business Value)	1.00
CBV Selling: Identifying Business Issues	1.00
Chemicals and Their Hazards	2.00
Client Value Method: Client Value Proposition	1.00
Competitive Intelligence: Planning and Direction	1.00
Consumer Products Industry Overview	2.00
Country Financial Risk Scorecard	1.50
Credit Risk Management	1.50
CSat Awareness and Skills for All Sellers and Sel	0.55
Customizing your IGF value proposition	4.00
Developing as a Trusted Business Advisor through	1.50
Developing Strong Customer Relationships	1.00
Domain Webinar - BFM (Banking and Financial Manag	1.50
Electrostatic Discharge (ESD) Damage Protection	1.00
Electrostatic Discharge (ESD) Prevention	1.00
Energy and Utilities Financials	1.00
Engineered Nanoparticles: Environmental	0.75
Enhanced Risk Management as a Global Process Owne	1.00
Events Experience - Performance Marketing Essenti	1.00
Excel Module 1-Data Visualization	0.50
Facilitating Virtual and On-site Teams	4.00

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Provided below are details on the types of training planned for this proposed Training Project.

Finance Enrichment Series - Session #10 - Corpora	2.00
Finance Enrichment Series - Session #8 - Introduc	2.00
Financial Integrity Set the Tone- Revenue Recogni	0.50
Food and Beverage Segment Fundamentals	2.00
Foreign Exchange Risk Management	0.76
Freight logistics	0.75
Fundamentals of Lean Six Sigma	2.00
Fundamentals of Purchasing and Vendor Management	1.00
Getting Ready for your Next Conversation	2.00
Global Business Services Learning and Knowledge T	1.00
Global FA O2C Domain Mastery Program - Billing-GP	4.00
Global Process Services Root Cause Analysis	0.55
Government Industry Overview for Global Delivery	8.00
GPS Smarter Commerce Managed Services	1.00
GSS only - CBV Financial Acumen	1.00
Healthcare Industry Overview for Global Delivery	7.00
Hearing Conservation	1.00
HL7 and Its Applications in Healthcare	4.00
Human Resources Core Knowledge	1.00
IBM Analytics Campus (WW) PLATFORM TECH SALES	40.00
IBM Analytics Campus (WW) SALES	40.00
IBM Analytics Campus (WW) SOLUTIONS TECH SALES	40.00
IBM Analytics Sales Academy @ Insight	8.00
IBM and Corporate Executive Board (CEB) Joint Web	0.90
IBM Business Continuity Risk Management	0.58
IBM Client Delivery Experience	1.00
IBM Global Financing (IGF) Workbench University	1.50
IBM Global Financing fraud awareness ()	0.50
IBM Kenexa Recruitment Process Outsourcing	0.75
IBM Principles of Supply Chain Management - Modul	0.50
IBM Signature Selling Method	0.50
IBM WW CDS BLACK BELT SALES TRAINING AND KICK OFF	40.00
Identifying and Managing Customer Expectations	1.00
Indirect Tax Case Study	1.00
Indirect Taxes	1.00
Industry Oriented Knowledge - Oil and Gas Industr	0.50
Inside Corporate Financial Services	1.00
Inside Financial Services - Industry Overview	2.50
Inside General (P&C) Insurance	2.00
Inside Life Insurance	2.00
Inside Media and Entertainment Industry Overview	0.66

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Inside Telecommunications, Media and Entertainment	0.66
Intro to RPO Pulse (team communication program)	0.50
Introducing Enterprise Architecture (EA) & the IT	1.00
Introduction to Ad Sales	1.00
Introduction to Business Analysis and Essential C	2.00
Introduction to Business Analysis Planning	2.50
Introduction to Cloud Computing with Successfacto	2.83
Introduction to the Pharmaceutical Industry	0.75
ISC3317E Protecting IBM Confidential Information	0.50
Key Trends and Business Challenges	1.00
Know Your Client Kaiser Permanente	0.50
Know Your Industry: HealthCare	7.00
KYC - Bank of America	4.00
Lead Hazard Awareness	1.00
Life Sciences Financials (Industry Itinerary)	1.00
Management Approval of Disbursement for People	0.50
Manager Roadmapping in SalesConnect	1.50
Managing Currency Risk in Service Deals	1.08
Managing Risk through Tehcnology from an Internal	1.03
Managing Service Level Agreements	0.50
Mastering Negotiation	1.50
Mastering Selling to the CFO	20.00
Media and Entertainment	4.00
Media and Entertainment Broadcasting KPIs	0.75
Mobility for Retail and Consumer Products	1.00
Negotiation Essentials: Communicating	1.00
Negotiation Essentials: Avoiding Pitfalls	1.00
Negotiation Essentials: Planning for Negotiation	1.00
Negotiation Tips Webinar	0.50
New Product Development	1.00
NFPA 70EE Electrical Safety in the Workplace	2.00
Operations and Supply Chain Management	1.00
Overview of Pharmacy Benefit Manager	4.00
PE Business Financial Acumen: Banking	2.41
PE Business Financial Acumen: Financials & Insura	2.41
PE Business Financial Acumen: Good & Services	2.41
Performance Engineering: Delivering Successful Pr	22.00
Pharmaceutical and Medical Device Development and	0.50
Post Sales Service & Support Client Data Handling	0.50
Post-Sales Service and Support Client Data Handli	1.00
PR3231XS Blue Book Detail	2.50

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

PR3240XS Procurement Contracting	2.50
PR3257XS Global Quality Framework	1.00
PR3260XS Procurement Processes	1.50
PR3268XS Introduction to the Client Services Proc	1.00
PR3282XS Introduction to Intellectual Property	1.00
PR3299XS Procurement Support	1.50
PR3301XS Statement of Work Fundamentals	1.50
PR3302XS Successful Navigation of IBM's Contracts	1.50
PR3311XS Participation Agreement Webinar	0.50
PR3312XS Health Insurance Portability and Account	1.00
Preview of SalesConnect	0.58
Quickstart for TeamSD	1.50
Rail segment fundamentals	0.75
Regulatory Compliance in Financial Services	1.00
Research Division Defense Service ITAR Training	0.58
Retail Financials (Industry Itinerary)	1.00
Retail Foundation	4.00
Retail Industry Overview for Global Delivery	8.00
Revenue Recognition Education for Software and Sy	1.00
Risk Management in Financial Services	2.00
Risks in Investment Pricing	0.66
Roadmapping for Success in SalesConnect for Manag	1.00
Roadmapping for Success in SalesConnect for Selle	1.50
Root Cause Analysis	2.00
SaaS Technical Sales Essentials: 1- Strategy	1.00
SaaS Technical Sales Essentials: 2- Cloud & SaaS	1.00
SaaS Technical Sales Essentials: 3 - Discovery	1.00
SaaS Technical Sales Essentials: 4- Tenancy	1.00
SaaS Technical Sales Essentials: 5- Security	1.00
SaaS Technical Sales Essentials: 6- Land & Expand	1.00
Sales Manager Essentials - Coaching-Focused Caden	1.00
Sales Manager Essentials - Developing Your Reputa	1.00
Sales Manager Essentials - Effective Hiring: The	1.00
Sales Manager Essentials - Increasing Individual	1.00
Sales Manager Essentials - Leverage Every Resourc	1.00
Sales Manager Essentials - Maximizing the Individ	1.00
Sales Manager Essentials - Performance Management	1.00
Sales Manager Essentials: The Essentials of Coach	0.50
Sales Performance Management	0.50
SalesConnect Essentials - Managers	1.00
SalesConnect Essentials - Sellers	1.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

SalesConnect Foundations	1.50
SE Coaching Guide: Deployment Driven Success	0.50
SE Coaching Guide: Financial Selling	0.50
SE Coaching Guide: Prospecting	0.50
Selling Essentials Introduction	1.00
Selling Essentials: Building Strategic Business V	1.00
Selling Essentials: Call Planning	1.00
Selling Essentials: Client Experience	1.00
Selling Essentials: Compelling Reason to Act	1.00
Selling Essentials: Contracts for SaaS Solutions	1.00
Selling Essentials: Deal Progression Scorecard	1.00
Selling Essentials: Deployment Driven Success	1.00
Selling Essentials: Financial Selling	1.00
Selling Essentials: Five Steps to Prospecting	1.00
Selling Essentials: iPad Essentials	0.50
Selling Essentials: Negotiations	1.00
Selling Essentials: Proposal Excellence	1.00
Selling Essentials: Prospecting Part I, Essential	1.00
Selling Essentials: Sales Tools: Driving the Clie	1.00
Selling Essentials: Selling SaaS Solutions Part 1	1.00
Selling Essentials: Selling SaaS Solutions Part 2	1.00
Selling Essentials: Social Selling is Smarter Sel	1.00
Selling Essentials: Value Proposition	1.00
Selling Essentials: Who Else Cares? Finding New	1.00
Selling Essentials: Win Plan	1.00
Selling financing with IBM and Business Partner s	1.50
Selling the Total IGF Value Proposition QuickView	0.75
Serve-Ability: Transforming Customer Service	0.75
Social Media Marketing Listening strategy	1.00
Social Selling with SalesConnect	6.00
Solution Selling vs Product Selling	0.50
Strategy & Transformation Logical Thinking & Writing	3.00
Telecommunications business Processes (eTOM)	1.00
Telecommunications KPIs	0.75
Tetramethyl Ammonium Hydroxide (TMAH) Safety	1.00
The Automotive Industry Overview	1.00
The Banking Industry Overview: Version 3	1.00
The Oil and Gas Industry Overview	1.00
The Principles of Financial Management	2.50
The Process of Negotiation	2.00
Toxic Gas Safety	0.75

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

	Travel related services overview	0.75
	Understanding Organizational Change	1.00
	US Export Controls	1.00
	Using Analytics to Drive Action	16.00
	Using the Lease versus purchase tool in your sale	4.00
	Using Value Modeler	1.00
	What You Need to Know About Risk Management	1.50
	Wholesale Distribution Financials	1.00
	Wholesale Segment Overview	2.00
	Workforce Analytics Engine - Forecasting Module	2.00
	Writing a Business Case	2.50
Computer Skills	"Business Analytics and Optimization QuickStart -	1.00
	.NET Overview: Windows, Web, and the Cloud	3.50
	2007 IBM System Storage Strategy & Overview - I	0.65
	2007 IBM System Storage Strategy & Overview - II	0.60
	3. Selecting Systems	0.50
	3592 J1A Tape Drive Maintenance Training	1.00
	3592-J70 and 3590-A60 Fibre Attached Drives	1.00
	8203-E4A IBM POWER6 Model 520 Hardware Training	4.00
	9037 Model 2 Sysplex Timer	2.00
	9117-MMA and 9406-MMA Power6 Model 570 Hardware T	3.00
	A Technical Introduction to Web Services (Web-bas	8.00
	Administration of IBM Business Process Manager St	32.00
	Adv Data Preparation Using IBM SPSS Modeler (V15)	8.00
	Adv Data Preparation Using IBM SPSS Modeler (V16)	8.00
	Adv Data Preparation Using IBM SPSS Modeler (v18)	8.00
	Advanced Formats and Layouts in Excel	1.00
	Advanced Formatting in Excel 2007	2.00
	Advanced Formulas and Functions in Excel	1.00
	Advanced Predictive Modeling using IBM SPSS Model	8.00
	Advanced Python	1.50
	Advanced Tools for Managing Multiple Projects wit	1.00
	Advanced Topics in Java EE Web Services	16.00
	Advanced Web Attacks and Countermeasures	4.00
	Agile Programming and Testing	2.00
	AIS IGSDf Awareness	1.00
	AMS Solutioning Essentials	12.00
	An Introduction to Mobile Java Technologies, Java	8.00
	An Overview of Agile Methodologies	1.50
	Analytics and Data - Performance Marketing Essent	1.00
	Analytics Essentials: AML Monitoring and Analytic	0.50

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Analytics Essentials: Analytics Platform	0.50
Analytics Essentials: Analytics Portfolio and Vis	0.50
Analytics Essentials: Asset Analytics for Rotatio	0.50
Analytics Essentials: Automotive - Point of View	0.50
Analytics Essentials: Banking - Improve Customer	0.50
Analytics Essentials: Banking - Manage Risk and F	0.50
Analytics Essentials: Banking - Point of View	0.50
Analytics Essentials: Behavior-based Audience Ins	0.50
Analytics Essentials: Behavior-based Client Insig	0.50
Analytics Essentials: Behavior-based Customer Ins	0.50
Analytics Essentials: Business Intelligence and P	0.50
Analytics Essentials: Cloud Data Services	0.50
Analytics Essentials: COPLINK on Cloud for Law En	0.50
Analytics Essentials: Electronics - Build Dynamic	0.50
Analytics Essentials: Electronics - Point of View	0.50
Analytics Essentials: Electronics - Provide Diffe	0.50
Analytics Essentials: Enterprise Content Manageme	0.50
Analytics Essentials: Financial and Operational P	0.50
Analytics Essentials: Financial Markets - Point o	0.50
Analytics Essentials: Financial Markets - Trading	0.50
Analytics Essentials: Government - Point of View	0.50
Analytics Essentials: Industry Solutions Executiv	0.50
Analytics Essentials: Information Integration and	0.50
Analytics Essentials: Insurance - Point of View	0.50
Analytics Essentials: Introduction	0.50
Analytics Essentials: Market Domains and Analytic	0.50
Analytics Essentials: Media and Entertainment - C	0.50
Analytics Essentials: Predictive Customer Intelli	0.50
Analytics Essentials: Predictive Maintenance and	0.50
Analytics Essentials: Safer Planet	0.50
Analytics Essentials: Threat Intelligence Analyysi	0.50
Analytics Essentials: Welcome to Rapid Analytics	0.50
AP Global Business Services Integrated project pl	1.00
Apache Hadoop	2.00
API Economy Services Offerings run through	32.00
API Management Concepts	4.00
Architecting Innovation with Clients	3.00
Asset Management for IBM WebSphere Commerce Versi	1.50
Audit Readiness	0.50
Basic Problem Determination for the IBM Flex Syst	0.50
Batch Processing in IBM Cúram 6.0.5	4.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

BECOMING PRODUCTIVE IBM TOOLS YOU NEED NOW	1.00
Big Data, Hadoop, and Analytics	6.66
BladeCenter Fundamentals	12.00
Bluemix Local and Platform Updates - Tech Worksho	40.00
Boolean	0.50
BP IBM Procurement for Project Managers	0.50
BPM Process Analysis Methods I	8.00
Brocade Fibre Channel Product Training 2	2.83
Building A Responsive Data Center Strategy	0.83
Building Client Value: You Can't Make This Up	0.50
Business Architecture Fundamentals	7.50
Business Performance and Financial Measures in Si	2.00
Business Suite 7.0 Webinar Series - Transportatio	1.00
BusinessObjects XI Universe Design	13.00
Capability Maturity Model Integration (Capability	0.75
Capability Maturity Model Integration (CMMI) - Ad	3.00
Catalog Management for Direct Sales Store for IBM	1.50
Catalog Upload for IBM WebSphere Commerce V7	1.00
CCS_Powered by Watson_OO-Solutioner Education_Fou	1.21
Certified Ethical Hacker (CEH) v8: System Hacking	2.00
Certified Information Systems Security Profession	2.50
Change Management	3.00
Change Management and the Client Experience/La ge	0.50
Change Management Process for SAP	1.00
Changes to Certified Information Systems Security	0.50
CICS TS - Miscellaneous Commands, CICS and DB2 (D	4.00
CISA Domain: The Process of Auditing Information	2.50
Cisco SWITCH 1.0: Analyzing Campus Network Design	1.00
CISSP: Asset Security	1.50
CISSP: Communication & Network Security Design	2.00
CISSP: Identity and Access Management	2.00
CISSP: Risk Management	1.50
CISSP: Security Assessment and Testing	1.50
CISSP: Security Engineering Part 1	2.00
CISSP: Security Engineering Part 2	2.00
CISSP: Security Operations Part 1	2.00
CISSP: Security Operations Part 2	1.50
CISSP: Security Operations Part 3	1.50
CISSP: Security Principles, Governance, and Guide	1.50
CISSP: Software Development Security	1.00
Client Expansion Mobile App	0.50

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Client Impacting Event	1.00
Client Impacting Event Power Systems	1.00
CLISTS Introduction	6.00
Cloud Application Architect and Developer Bootcam	1.50
Cloud Application Innovation: Technical introduct	1.00
Cloud Computing Basics	1.50
Cloud for Global Business Services Sellers - Anim	1.00
Cloud Workload Analysis Cloud Affinity Tool	1.00
Clustering and Association Models with IBM SPSS M	8.00
CMSD Security Policy Education	0.50
Cognos Business Intelligence	5.00
COGNOS Fundamentals of Data Modeling for Framewor	2.16
Communication Skills for Software Developers	0.50
Compliance Academy - Introduction to Security Com	0.50
Compliance Academy - Refresher Course	2.00
Compliance and IBM's Security Processes	1.00
Compliance Fundamentals	1.00
CompTIA Cloud+ CV0-001: Cloud Fundamentals	2.00
Concepts of Storage - Part 1	0.50
CPWR6AB1 - How to Use the Hardware Management Con	3.00
Create and Maintain DB2 (Database) UDB Programs	4.00
Creating and Customizing Visual Elements in Excel	1.00
Creating and handling cases with Salesforce for L	0.50
Creating Presentations in PowerPoint	1.00
Creating Secure Software	3.00
Cross-Platform Shared Code in and Xamarin.Forms i	2.50
Crystal Reports XI Report Design II Business Repo	12.00
Cúram SPM Platform for Business Analysts V6.0.4	40.00
Curam SPM Platform for Developers (Customization)	40.00
Customer Security Document for Delivery Teams	1.00
Cyber Security Workstation Compliance for Non-US	0.50
Cybersecurity and Privacy for IBM India Contracto	1.00
Cybersecurity and Privacy for IBMers	0.58
Cybersecurity for Digital IBMers	1.00
DASHboarding Made Simple	40.00
Data Access and Services with Microsoft Azure	3.00
Data Center - Physical Security in IBM/ITD Data C	1.00
Data Center Consolidation and Relocation Services	0.50
Data Center Outages	0.50
Data Management and Manipulation with IBM SPSS St	16.00
Data Model and Service Mapping for InfoSphere MDM	24.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Data Replication Essentials - WBT	8.00
Data Search, Data Validation, and Macros in Excel	1.50
Data Security Services - Foundations	0.83
DB2 (Database) Fundamentals	4.50
DB2 (Database) Fundamentals V11	4.00
DB2 (Database) Overview	2.00
DB2 (Database) SQL Fundamentals V11	3.00
DB2 (Database) Stored Procedures	2.50
Decoding Analytics for Strategy & Transformation	2.50
Defining Users to RACF	6.00
Delivery Catalyst - Foundation	7.00
Dev Apps in Bus Process Manager Adv V8.5.5 - I	40.00
Dev Apps in Bus Process Mgr Adv V8.5 - I	40.00
Dev Rule Solutions in Opl Decision Mgr V8.5	40.00
Dev Rule Solutions in Op Decision Mgr V8.7	40.00
Developing REST APIs with Node.js for IBM Bluemix	8.00
Developing the User Experience in ASP.NET MVC	3.50
Developing, Publishing, and Managing APIs with IB	24.00
Development Planning and Risk Analysis	3.00
DevOps Assessment	12.00
Digital Analytics for IBMers	16.00
Digital Workplace of the Future Executive Kickoff	1.08
DPE Compliance Academy - Introduction to Tooling	1.00
e-TOC Advanced Education	2.00
e-TOC Practitioner Education	0.75
Effective Practices for Quality Analysis	3.00
Electrical Engineering 101 for Data Centers Modul	0.75
Empowering Your Digital Strategy with Cloud, Anal	10.00
Enhanced Driver Maintenance for z Systems	2.50
Enhancing PowerPoint Presentations	1.00
Enterprise Data and Cloud Interaction	1.50
Enterprise Security Services Ordering System (ESO	2.50
ePolicy 2.1 Basic Roles Education	0.50
EPS4583 - Servicing the IBM POWER8 800112C (IBM	3.50
EPS4584 - Servicing the IBM POWER8 800122C (IBM	3.50
EPS4585 - Servicing the IBM POWER8 8335-GTB (IBM	2.50
ES41426B - Multitool and ECuRep file handling	0.50
ES41551 March Block Release for ThinkServer, Sy	0.75
ES41580B Introduction to OneCLI Utility	1.00
ES41637 Lenovo XClarity Administrator release 1	3.00
ES41641B - Servicing the Lenovo Converged HX Seri	1.50

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

ES41665 - Servicing the Omni-Path Fabric Edge Swi	1.00
ES71295B - Servicing the Lenovo NeXtScale nx360 M	1.00
ES71538 - Servicing the Lenovo ThinkServer sd350	2.00
ES71585 - Servicing the Lenovo ThinkServer TS150	2.25
ESS092F0 IBM Model 92F SAS Expansion Enclosure	2.00
ESS283X0 - IBM DS8880 R8 service traininging	1.00
ESS283X2 IBM DS8880 R8.2 service training	1.00
ESS340X0 - IBM Cloud Object Storage System Servic	2.00
ESS35920 - IBM 3592-EH7/EH8 Rack-mount Service Tr	1.00
ESS98470 - IBM DeepFlash 150 Service Training (MT	2.00
Essentials for Coding	3.00
Essentials for Unit Testing	3.00
Essentials of IBM Rational Team Concert V2.0	8.00
Essentials of Red Hat Linux 5	13.00
Essentials of Secure Engineering	1.00
Essentials of Web Application Security	2.50
Estimating Effort for Development Tasks	3.00
Excel - Intermediate Part I	0.50
Excel - Intermediate Part II	0.50
EXPORT REGULATION FOR NEW EMPLOYEES	1.00
EZC4550 T3 SSR Reference Material Training for	2.50
EZC4558 T3 Education for z13s and z13 GA2 Secon	2.50
EZC4944 - z13 & z13s Installation Planning Traini	1.50
Fibre Channel and Storage Area Networks Fundament	3.00
Finalizing a PowerPoint Presentation	1.00
Finding Cost Savings in AMS Deals	1.00
Fit for Purpose Methodology for IBM Architects	1.50
Flash Storage Fundamentals - SPVC	4.00
Fundamentals of Cúram SPM Platform for Bus Analys	40.00
Fundamentals of IBM Cúram SPM Platform for Develo	40.00
Fundamentals of Software Testing	2.50
Fundamentals of the IBM Cúram SPM Platform for De	40.00
Fundamentals of the Java Programming Language, Ja	16.00
GA61547 Global Systems Skills Exchange (GLOSSE)	1.50
GBS Cloud Capabilities and Offerings Overview	1.00
GBS Open Source Software Awareness Training	0.75
GBS Standard Delivery Solution (OPAL) Rational co	2.00
GBS Standard Delivery Solution Rational Team Conc	0.50
Getting Started with Angular JS	2.00
Getting Started with Project Management Structure	0.75
Getting Started with the OnDemand Process Asset L	0.75

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Global Business Services TDA Training	3.00
Global Delivery Steady State Opportunity Identifi	0.50
Global security education - Introduction to the s	1.00
Global SLE Storage Community: Getting Started	0.50
Global Solutions Architecture Repository (GSAR) B	0.75
GP40843B - Servicing the IBM POWER7 8246 Systems	4.00
GP40846D - Servicing the IBM PureData System for	3.50
GP40847 - Servicing the IBM EXP30 Ultra SSD I/O D	2.50
GP40850C - Servicing the IBM POWER7 9117-MMB, 917	4.00
GP40852 - Servicing the IBM POWER7 9119-FHB	4.50
GP40976 - Servicing the IBM 7042-CR7 Hardware Man	3.50
GP41046 - Servicing the IBM POWER7 8202 and 8205	4.00
GP41048B - Servicing the IBM POWER7+ 8408-E8D, 82	3.50
GP41113B - Servicing the IBM POWER7 8231-E2B, 823	4.00
GP41347 - Servicing the IBM 7042-CR8 Hardware Man	1.00
GP41348C - Servicing the IBM PCIe Gen3 I/O expans	2.50
GP41493 - Servicing the IBM 7042-CR9 Hardware Man	4.00
GP41533 - Servicing the IBM POWER8 8348-21C syste	3.00
GP41564 Servicing the IBM PurePower 8374-01M	1.00
GP41565 Servicing the IBM Elastic Storage Serve	1.00
GP41583B - Servicing the Mellanox EDR 100 Gb Infi	4.00
GP61205 - Servicing the IBM POWER8 8247-21L, 8247	3.00
GP61205B - Servicing the IBM POWER8 8247-21L, 824	3.50
GP61205C - Servicing the IBM POWER8 8247-21L, 824	3.50
GP61344C - Servicing the IBM POWER8 9119-MME and	4.50
GP61344D - Servicing the IBM POWER8 9119-MME and	4.50
GP61344E - Servicing the IBM POWER8 9119-MME/MHE	4.50
GP61467 - Servicing the IBM POWER8 8408-E8E (IBM	3.00
GP61467C - Servicing the IBM POWER8 8408-E8E (IBM	3.00
GP61467D - Servicing the IBM POWER8 8408-E8E and	3.00
GP61475 - Operating the ServerLIFT SL-350X and th	3.50
GP61489B - Servicing the IBM POWER8 8335-GCA and	2.50
GS121571 Certified FlashSystem Administrator tr	40.00
GS20980 - Servicing the IBM XIV Gen 3	1.50
GS40890 Servicing the IBM System Storage DCS3700	1.00
GS40914C - Servicing and Supporting the IBM Storw	3.50
GS40922 - Servicing the IBM ProtecTIER TS7650(g)	1.00
GS41005 - IBM TS7700 R3.0 Update Service Training	1.00
GS41077 - IBM DS8000 R7.1 Update Service Training	1.00
GS41078 - IBM DS8000 R7.2 Update Service Training	1.50
GS41084C - Servicing the IBM FlashSystem 840 and	3.50

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

GS41085B - Servicing IBM FlashSystem 710/810 and	3.50
GS41088 - Servicing and Supporting TS7700 Hydra R	4.00
GS41089 - Servicing the IBM TS4500 Tape Library G	2.50
GS41176 - Servicing and Supporting the IBM Storwi	3.50
GS41243D Installing and Servicing the IBM Flash	3.50
GS41244B Servicing the IBM Storwize V7000 Gen2	3.00
GS41244C Servicing the IBM Storwize V7000 Gen2	3.00
GS41245B Installing and servicing the IBM SAN V	3.00
GS41245C Installing and servicing the IBM SAN V	4.50
GS41252 - Servicing the IBM FlashSystem 900 MT-M	3.50
GS41284 - Servicing the IBM DS8000 R7.3	2.00
GS41287 SAN Volume Controller Concepts	1.00
GS41418B Installing and Servicing the IBM Flash	3.00
GS41418C Installing and servicing the IBM Flash	3.50
GS41421 Installing and Servicing the IBM FlashSys	3.50
GS41421B Installing and Servicing the IBM Flash	6.00
GS41422 - IBM DS8000 R7.4 update service training	3.00
GS41440 - IBM TS7650 Gateway (M/T 3958 - DD6) Ser	1.00
GS41443 IBM TS7700 R3.2 Update Service Training	2.00
GS41452 - IBM DS8000 R7.5 update service training	0.50
GS41508 Servicing the IBM Storwize V7000 Gen1	3.50
GS41513 IBM TS7700 R3.3 Update	1.00
GS41529 - IBM TS7700 R4.0 Service Training	3.00
GS41546 - IBM Storage Appliance 2421-AP1 service	0.50
GS41563 IBM TS4500 R3 Service Training	2.00
GS41567 - IBM DS8880 R8 Service Training	3.25
GS41573-TS4500 3584 (R2) Service Training	3.25
GS61518 Advanced V7K and SAN Volume Controller	3.00
GS61557 Advanced XIV Operational Concepts	6.00
GS61559 An Introduction to the FS900 and V9000	3.50
GTS (GTS) - Selling IBMs POV - Managing Hybrid C	0.50
GTS (GTS) GRACM - CIRATS DB2 (Database) Overview	0.75
GTS (GTS) GRACM - Global Issue Management Procedu	0.75
GTS (GTS) IAM - ITIM/TAMeSSO Overview	1.00
GTS (GTS) IAM - Managing Risk in the User ID Mana	1.00
GTS (GTS) IAM - Password General Security and Req	0.50
GTS (GTS) IAM - Privilege Monitoring Process	0.50
GTS (GTS) IAM - Secondary Controls PAR Process	1.00
GTS (GTS) IAM - Shared User ID Management Educati	0.50
GTS (GTS) SARM - CIRATS DB2 (Database) Noncomplia	0.50
GTS (GTS) SARM - ePolicy Overview	1.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

GTS (GTS) SARM Root Cause Analysis Process Versio	1.00
GTS (GTS) SSO - Patch Management Process	1.00
GTS (GTS) SSO Patch Management Process	1.00
GTS (GTS) Systems Consulting Enablement and Train	0.73
How OPAL works with the AS MMF	0.75
IBM 10 Essential Practices for IT Security	0.81
IBM 16-Port EIA 232 LAN-Attached RAN: A Product I	1.00
IBM 2104 Expandable Storage Plus	3.00
IBM 242x System Storage DS8000 Service Training	1.00
IBM 3573 Tape Library Service Training	1.50
IBM 3584 Enhancements - HA1 and 3588-F3A - Servic	1.00
IBM 3584 Tape Library (TS3500) R7A Service Traini	1.00
IBM 3592-E05 Tape Drive Encryption Service Traini	1.00
IBM Acquires Lighthouse Security Group	0.83
IBM Analytics Campus (WW) ARCHITECTS	40.00
IBM BPM V8 Advanced Delta Workshop for BPM Techni	40.00
IBM Brokerage Services, Cloud Matrix Demo, Shadow	1.00
IBM Building Interactive Campaigns 9.x (WBT)	8.00
IBM Care Management 6.0 - Functional and Technica	8.00
IBM Case Foundation (Formerly FileNet BPM) 5.0 -	40.00
IBM Case Foundation 5.2.1 - Component integration	4.00
IBM Case Foundation 5.2.1 - Configure the workflo	12.00
IBM Case Foundation 5.2.1 - Introduction	4.00
IBM Case Foundation 5.2.1 - Maintain the Workflow	8.00
IBM Case Foundation 5.2.1 - Security	2.00
IBM Case Foundation 5.2.1 - Workflow application	8.00
IBM Case Manager 5.2 - Build and Migrate a Soluti	16.00
IBM Case Manager 5.2 - Customize and Extend the F	24.00
IBM Case Manager 5.2 - Integrated Rules	12.00
IBM Case Manager 5.2 - Integrating Case Analytic	12.00
IBM Case Manager 5.2 - Introduction to Case Manag	8.00
IBM Case Manager 5.2 - Security - SPVC	16.00
IBM Case Manager 5.2: Migrating and Deploying Sol	8.00
IBM Case Manager 5.2: Solution Building	24.00
IBM Cloud Orchestrator 2.4 Administration and Ope	32.00
IBM Cognos Insight Analyze and Share Data (V10.1	6.40
IBM Cognos Report Studio: Introduction (V10.1/10.	6.40
IBM Cognos Workspace Advanced: Intermediate (V10.	6.40
IBM Cognos Workspace: Create Workspaces (V10.2.2)	4.00
IBM Commerce FastStart - Sales and Tech Sales	40.00
IBM Content Collector 3.0: Email Collection for P	4.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

IBM Content Navigator 2.0.2 - Customize and Exten	24.00
IBM Cúram Child Welfare 6.0.5 Solution: Functiona	4.00
IBM Cúram Express Rules for Developers (Applicati	24.00
IBM Cúram Outcome Management for Business Analyst	12.00
IBM Cúram SPM Platform 6.2: New Features	8.00
IBM Datacap 8.1 - Introduction	16.00
IBM DemandTec Solution Overview: Markdown Optimiz	0.80
IBM Digital Analytics and Marketing Center On-Dem	8.00
IBM Digital Analytics Product Overview (course co	8.00
IBM DS4000 EXP810 Storage Expansion Enclosure Ser	1.00
IBM DS8870 Release 7.0 Service Update Training	3.00
IBM eDiscovery Core Skills 2.1.1	8.00
IBM Explorer for z/OS	2.00
IBM FASTT Problem Determination	1.50
IBM FileNet Content Manager 5.2 - Implementation	40.00
IBM Global Account SCCD Change Management Trainin	5.00
IBM Global Account SCCD Incident Management Train	2.00
IBM Global Account SCCD Overview Training	1.00
IBM Global Account SCCD Problem Management Traini	2.00
IBM Global Solution Delivery Framework	2.00
IBM i System Administration Fundamentals	5.00
IBM i2 iBase Intellishare	6.40
IBM i2 Intelligence Portal Essentials	6.40
IBM i2 Overview	2.40
IBM InfoSphere DataStage engine Administration fo	8.00
IBM InfoSphere DataStage Essentials (v11.5) - SPV	32.00
IBM InfoSphere DataStage Essentials V9.1 - SPVC	32.00
IBM InfoSphere DataStage v11.5 - Advanced Data Pr	16.00
IBM InfoSphere FastTrack Essentials V9.1 - SPVC	8.00
IBM InfoSphere Identity Insight Essentials V8 (SP	32.00
IBM InfoSphere Information Server Adm 9.1	32.00
IBM InfoSphere Information Server Adm 9.1 - SPVC	32.00
IBM InfoSphere MDM Server Service Customization f	16.00
IBM Integration Bus V9 Application Development I	40.00
IBM Introduction to Aspera FASP Technology	1.00
IBM Lexington data center Case study of how to	0.50
IBM Marketing Operations Marketing Operations Con	8.00
IBM MQ V8 System Administration (Using Windows fo	32.00
IBM Netcool Operations Insight 1.3 Implementation	24.00
IBM OpenPages: Core Team Fundamentals	1.60
IBM pSeries Rack Concepts	4.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

IBM Rational AppScan Standard Edition	2.50
IBM Security Methods Com Series - Part 1: Consult	0.83
IBM Security Methods Com Series - Part 2: Com Tec	0.75
IBM Security Methods Com Series - Part 3: Securit	0.66
IBM Security Methods Com Series - Part 4: Securit	0.83
IBM Security Methods Com Series - Part 5: Proposa	0.83
IBM Security Methods Com Series - Part 9: Buildin	0.50
IBM Security North America Technical Sales Worksh	40.00
IBM Security Strategy	0.76
IBM Security Systems- IBM Security Directory Inte	32.00
IBM Software Testing Automation Framework (STAF)	3.00
IBM Software Testing Automation with STAX	3.00
IBM SPSS Collaboration and Deployment Services -	6.40
IBM SPSS Decision Management for Customer Interac	8.00
IBM SPSS Modeler Entity Analytics (V15)	1.60
IBM Sterling B2B Integrator Fundamentals	40.00
IBM StoredIQ 7.6 - Core Skills	8.00
IBM Storwize V3500 SAN Volume Controller Overview	2.00
IBM Storwize V5000 Generation 2 Service Training	2.00
IBM System i 9407-515 Hardware Training	2.00
IBM System Networking Switch Center Version 1.1	1.50
IBM Systems x High Performance Problem Determinat	1.00
IBM Tealeaf Customer Experience 9.0.2 Fundamental	8.00
IBM Tivoli Workload Scheduler 8.4 Scheduling and	4.00
IBM TotalStorage FASTT EXP100 Storage Unit	1.00
IBM TS7740 R1.1 / R1.2 Update Service Training	1.00
IBM TS7740 R1.3 & R1.4 Update Service Trainin	1.00
IBM Unica Campaign Introduction 8.5 (SPVC)	24.00
IBM Unified Method Framework for TI Professionals	5.50
IBM Watson Ambassador Program - All IBMers	4.00
IBM WebSphere Application Server V7 Administratio	40.00
IBM WebSphere Application Server V7 Problem Deter	40.00
IBM WebSphere Commerce V7 Foundation	16.00
IBM z13 Service Education	3.50
IBM z13 Service Education (M/T 2964)	4.00
IBM z13s Service Education (M/T 2965)	3.50
IBM zEnterprise BC12 (zBC12) Service Education	2.00
IBM zEnterprise EC12 GA2 Service Education	2.00
Identify and Resolve JES2 Batch Problems	4.00
Identity, Presence, and Privacy	1.50
IMS Database Concepts for COBOL Programmers	4.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Increasing Your IBM Software Sales	2.00
Informatica Enterprise Cloud Data Management and	4.00
Information Server Version 9 Authentication Asses	0.83
Initializing and Terminating the z/OS System 2.1	4.00
Innovation and Lifecycle Management - Product Inn	2.00
Inspections in the Software Lifecycle	3.00
Integrated Managed Infrastructure (IMI) Cloud and	1.08
Integrated Managed Infrastructure (IMI)Cloud and	1.50
Introducing Agile Software Development	2.00
Introducing Cloud Computing	1.50
Introducing IBM Cúram Universal Access 6.0.5	4.00
Introducing IBM Watson Care Manager	8.00
Introducing the IBM Features on Demand Technology	1.00
Introduction to AMS for the Chemicals and Petrole	1.00
Introduction to AMS for the Retail Industry	1.00
Introduction to Analytical Decision Management (V	16.00
Introduction to Architectural Thinking	5.00
Introduction to Big Data & Analytics	0.50
Introduction to Bluemix	8.00
Introduction to Development with DOJO	3.00
Introduction to GUI Test Automation	2.00
Introduction to IBM Cúram Social Program Manageme	8.00
Introduction to IBM i for System Operators	5.00
Introduction to IBM SPSS Modeler and Data Mining	16.00
Introduction to IBM SPSS Modeler Text Analytics (16.00
Introduction to IBM SPSS Statistics (V21) - SPVC	16.00
Introduction to IBM SPSS Statistics (V22) - SPVC	16.00
Introduction to IBM WebSphere Commerce Extended S	12.00
Introduction to IBM WebSphere Commerce Management	2.00
Introduction to InfoSphere Master Data Management	8.00
Introduction to Linux	5.00
Introduction to Marketing Management for IBM WebS	1.00
Introduction to Organizational Change Management	1.00
Introduction to Product Catalog for IBM WebSphere	1.00
Introduction to RDBMSs and DB2 (Database)	3.00
Introduction to RDBMSs and DB2 (Database) V11	3.00
Introduction to SAP Business Planning and Consoli	3.00
Introduction to SAP Solution Manager (SM001)	2.00
Introduction to Software Program Design	1.50
Introduction to Software Quality	3.00
Introduction to Software Testing	2.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Introduction to Statistical Analysis Using IBM SP	16.00
Introduction to Systems Engineering and Architect	3.00
Introduction to the Flex System Manager Node	1.00
Introduction to the Lenovo Flex System Chassis Ma	1.00
Introduction to the REXX (Restructured Extended E	4.00
Introduction to UNIX	2.00
Introduction to VSE	4.00
Introduction to WebSphere Application Server	1.00
IT Optimization	0.75
IT Security for End Users: IT Security Fundamenta	1.00
ITIL Edition Foundation: Service Operation Proce	2.00
ITIL Exam Prep: Questions, Answers & Explanations	1.50
Java Introduction for the IBM Enterprise	3.00
Java Programming for the IBM Enterprise	7.00
Java Programming with Java SE 6.0: Creating Class	3.00
Java Programming with Java SE 6.0: Exception Hand	2.50
Java Programming with Java SE 6.0: Getting Starte	2.00
Java Programming with Java SE 6.0: Java I/O	2.00
Java Programming with Java SE 6.0: Java Utilities	3.50
Java Programming with Java SE 6.0: Operators and	2.50
Java Programming with Java SE 6.0: Working with C	2.75
Java SE 7 New Features - GDA	16.00
Java SE7 Fundamentals: Handling Errors and Deploy	1.00
Java SE7 Fundamentals: Introduction to Java	1.50
Java SE7 Fundamentals: Variables, Operators, and	1.50
JavaScript Essentials: JavaScript In Depth	2.00
JCL (Job Control Language) (z/OS) - Coding Proced	4.00
JCL (Job Control Language) (z/OS) - Identifying a	3.00
JCL (Job Control Language) (z/OS) - Introduction	3.00
JCL (Job Control Language) (z/OS) - Using Special	5.00
JCL (Job Control Language) - Basic VSE Job Contro	4.00
JECL (Job Entry Control Language) Statements	2.00
Junior Level Linux Professional (LPIC-1) Exam 101	1.00
Junior Level LPIC-1 Exam 102: Customize and Use t	2.50
I ESS35920 - IBM 3592-EH7/EH8 Rack-mount Service	1.00
LDAP Fundamentals	3.00
Lenovo XClarity Administrator	5.00
LEP41577 - Servicing the Lenovo Storage D1024 Sin	1.00
LEP71507 - Servicing Lenovo S2200/S3200 Storage E	6.00
Life Cycle Testing	1.00
Linux Hacking	1.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Linux on System z Fundamentals	3.00
Linux Operations	4.00
Linux Shell Programming	4.00
Linux System Maintenance and Hardware Configurati	2.50
Linux System Troubleshooting	2.00
LLSO SPO 01 Course Introduction	0.75
LLSO SPO 02 Client Value Method & IBMs Sales Fra	1.00
LLSO SPO 03 Complex Deals End-to-End	1.00
LLSO SPO 04 Elements of a Winning Strategy	1.00
LLSO SPO 06 Building the Proposal Team	1.00
LLSO SPO 07 Proposal Baselines	1.00
LLSO SPO 08 Solution Definition	2.00
LLSO SPO 10 Technical Management Planning	2.00
LLSO SPO 13 Managing the Proposal Writing Process	0.75
LLSO SPO 14 Getting the Proposal Out the Door	1.75
LLSO SPO 15 Transition to Delivery Best Practic	0.60
Mainframe TCP/IP Commands	5.00
Maintaining Data in Files with the ISPF Editor	7.00
Making Content Dynamic with DHTML	3.00
Manage Data with DB2 (Database) - SQL	3.00
Management Center Integrations for WebSphere Comm	1.00
Management Empowered by mySAP ERP Logistics and O	4.00
Management Empowered by SAP ERP (ERP001)	4.00
Management Self-Assessment of Controls (MSAC) pro	3.00
Managing Agile Software Development	1.50
Managing Data Files and Definitions with ISPF/PDF	4.00
Managing DB2 (Database) Operations	4.00
Managing Resource Utilization in Linux	0.50
Managing Sales Catalogs for IBM WebSphere Commerc	1.00
Manipulating Data in Excel	1.00
Marketing Activities for IBM WebSphere Commerce V	3.00
Marketing with Search for WebSphere Commerce Feat	1.50
Mentoring 1Z0-047 Oracle Database SQL Expert	1.00
Microsoft Azure: Introduction	2.00
Microsoft Azure: Networks and Storage	2.50
Microsoft PowerShell for Windows: Getting Started	2.50
Microsoft SQL Server - Designing Solutions: Windo	2.50
Migrating Infrastructure to the Cloud	1.00
MMS for Mac Offering Education_OI-OO_Solutioner_F	1.66
Mobile Application Development with IBM Worklight	32.00
Mobile Virtualization Services Offering Update_OI	1.30

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

MobileFirst Collaboration Services Offering Updat	0.75
MobileFirst Infrastructure Consulting Services Ed	7.00
Mobility Infrastructure Consulting Services Works	1.36
Mobility Overview for Technical Sales	1.50
Module 5: Steady State - End-of-Use/Lease/Mainten	1.00
MongoDB: Concepts, Installation, and Querying	1.50
Multitool and ECuREP file handling	1.00
MySQL: Using the Data Manipulation and Definition	2.00
N America Guardium Technical Sales Workshop	32.00
NetApp Fibre Channel SAN Troubleshooting	1.66
Network and System Security Mechanisms	2.00
Networking Fundamentals	4.00
New General Ledger Functionality Webinar	1.00
Notes Domino 8.5 Application Development Update	16.00
OKP - SAP GRC Global Trade Services 8.0 (OGT80S)	34.36
Oracle 11i Order to Cash Fundamentals Express Gui	37.50
Oracle Database 11g Release 2: Database Architect	2.00
Oracle Database 11g: Administration Workshop I Re	40.00
Oracle Database 11g: High Availability - GDA	32.00
Oracle Database 12c New Features	2.00
Oracle Enterprise Manager Cloud Control 12c: Mana	24.00
Oracle Enterprise Manager Cloud Control 12c: Over	24.00
Oracle Fusion Middleware: An Overview	0.58
Oracle Retail Merchandising System New Features W	2.00
Oracle Retail Merchandising System R14 New Featur	2.00
Oracle WebLogic Server 11g: Monitor and Tune Perf	24.00
OS/390 UNIX Customization and Administration	12.00
Overview of IBM Cognos BI (V10.2.2)	8.00
Overview of IBM Run SAP	1.00
Overview of IBM SAP Next Generation Tools	0.50
Overview of Java Security	1.00
Overview of SAP Solutions	2.00
Overview of Security Engineering	2.00
Overview of Software Development Practices	5.00
Overview of the tools employed in international e	1.25
Parallel Sysplex	3.00
Performing Calculations Using Functions in Excel	1.00
Performing Licensed Internal Code Maintenance	3.00
Planning an Agile Software Development Project	2.00
Portable Storage Media (PSM) Compliance Metrics	1.00
Portable Storage Media (PSM) for Practitioners	0.70

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Predictive Modeling with IBM SPSS Modeler - SPVC	24.00
Presenting Data in Tables and Charts in Excel	1.00
Presenting Data using Conditional Formatting and	1.00
Pricing Management for WebSphere Commerce V7 Feat	2.00
Privacy Essentials for Applications and Business	1.00
Procedure Training - Action Management	0.75
Procedure Training - Change Management	0.75
Procedure Training - Compliance Incident Manageme	0.75
Procedure Training - Configuration Management	0.75
Procedure Training - Continuous Risk Management	0.75
Procedure Training - Defect Management	0.75
Procedure Training - Deliverables Release and Acc	0.75
Procedure Training - Estimating	0.75
Procedure Training - Issue Management	0.75
Procedure Training - Key Decisions	0.75
Procedure Training - Organizational Measurement a	0.75
Procedure Training - Organizational Training Prog	0.75
Procedure Training - P3 - Process, Performance an	0.75
Procedure Training - Policy or Process Exception	0.75
Procedure Training - Problem Management	0.75
Procedure Training - Process Assurance Management	0.75
Procedure Training - Process Assurance Review	0.75
Procedure Training - Product Integration	0.75
Procedure Training - Project Planning	0.75
Procedure Training - Quality Planning	0.75
Procedure Training - Requirements Development and	0.75
Procedure Training - Root Cause Analysis	0.75
Procedure Training - Service Request Management	0.75
Procedure Training - Supplier Management	0.75
Procedure Training - Technical Solution	0.75
Procedure Training - Work Classification	0.75
Procedure Training - Work Product Inspection	0.75
Process Discovery and Modeling in IBM Blueworks L	4.80
Process Implementing Bus Process Mgr Std V8.5 - I	40.00
Process Implementing Bus Process Mrg Std V8.5.5 -	40.00
Process Innovation and Business Process Managemen	1.00
Procurement Cloud, Analytics, Mobile, Social, Sec	0.50
Product and Category Search Optimization for IBM	1.50
Product Information Management for IBM WebSphere	2.50
Project zEUS / Future of z (Dot Alexander)- Syste	1.08
Proventia Server Intrusion Prevention System (2.0	4.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Providing Cloud Security	1.50
pSeries 615 Models 6C3 and 6E3 (M/T 7029) and 911	2.00
PureApplication Systems Solution Firmware Mainten	1.00
PureApplication Systems Solution Installation Wiz	1.00
PureApplication Systems Solution Overview	1.50
PureApplication Systems Solution Problem Determin	1.00
Python Language Basics	2.50
RACF for System Administrators and Auditors	4.00
Requirements Analysis and Modeling for Test	3.00
Resolving Windows 7 Network Connectivity Issues	2.00
Retail Merchandising System R14 New Features Webi	2.00
Retire and Dispose Assets	1.00
Reviewing and Protecting Content in Excel	1.00
REXX (Restructured Extended Executor) Built-In Fu	6.00
REXX (Restructured Extended Executor) Keyword Ins	6.00
REXX (Restructured Extended Executor) with z/OS a	6.00
RS/6000 7017 Enterprise Server S Models Hardware	4.00
Running the TFTP Burn Recovery Procedure	1.00
SAP - WM Advanced e-Learning conversion & Upgrade	24.00
SAP Administration (SkillSoft)	2.00
SAP BusinessObjects: Business Intelligence	1.00
SAP Enterprise Resource Planning (ERP)	2.50
SAP Logistics Modules	3.00
SAP Material Management Overview (ERP400)	2.00
SAP OKP - OKP SAP High-Performance Analytic Appli	43.00
SAP OKP: SAP NetWeaver Business Intelligence (BW0	5.00
SAP OKP: SAP Paybacks and Chargebacks application	4.00
SAP OKP: SAP Price and Margin Management (PMM) by	2.00
SAP Solution Manager- Global Rollout (SM510)	4.00
SAP Treasury & Risk Management : Overview	8.00
SARM1716 - Customer Threat & Risk Management	1.00
SARM1721 - Supporting Security Compliance	1.00
Saving and Printing Data in Excel	1.00
SCM iLog Inventory Analyst	1.00
SDSF Concepts and Operation	8.00
SE0MCSPA - Microcode Support Services for AIX Pow	20.00
SE181803 IBM Storage System DCS3700 M/T 1818 80C/	1.00
SE209800 - IBM System z10 BC Service Education	3.00
SE214500 IBM SAN Volume Controller Service Traini	4.00
SE246200, IBM WebSphere DataPower Integration A	6.00
SE2499D1 IBM 2499 Fibre channel Director Family	3.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

SE281000 IBM 2810/2812 Field Update Education	1.50
SE281001 IBM XIV (R10.2.4) Field Update Education	1.00
SE281002 - IBM XIV (Gen 3) Service Update Trainin	1.00
SE281003 IBM XIV (R3.1/R11.1) Service Update Trai	1.00
SE281700, Course: System zEnterprise 196 Service	4.00
SE395703 -IBM TS7700 R1.6 Update Service Training	1.00
SE395801 - IBM TS7680 (M/T 3958-DE2) Service Trai	2.00
SE620001 Storage Area Network and Fibre Channel F	3.00
Secure Engineering Basics	3.00
Security and Privacy Methodology Web Lecture: Leg	0.83
Security And Risk Management IAM Logical Security	1.00
Security Engineering as a Process	3.00
Security Essentials: Detect Threats with Security	0.50
Security Essentials: IBM Security Strategy	0.50
Security Essentials: Identify and Protect your Cr	0.50
Security Essentials: Manage and Secure Endpoints	0.50
Security Essentials: Manage Application Security	0.50
Security Essentials: Manage Users and their Acces	0.50
Security Essentials: Market Perspective IBM Sec	0.50
Security Essentials: Protect Against Targeted Thr	0.50
Security Essentials: Protect Against Web Fraud	0.50
Security Essentials: Protect the Mobile Enterpris	0.50
Security Essentials: SaaS Solutions	0.50
Security Essentials: Secure the Cloud	0.50
Security Essentials: Security Sales Call to Actio	0.50
Security Essentials: Security Services	0.50
Security for z Systems	1.00
Security Methods Communication Series Part 10: IB	0.50
Security Programs - Suspicious Package Recognitio	1.00
Security Requirements and Misuse Cases for Tester	4.00
Security requirements for administrators	0.75
SEDOTCM0 - NetApp Basic Fundamentals of Data ONTA	0.50
SEDS5001 IBM DS5000 M/T 1818 Storage Enhancements	1.00
SEFOMB00 - NetApp Fundamentals of Motherboard Rep	2.00
Selling and Positioning AppleCare for Enterprise	0.50
Selling and Positioning Integrated Multi-Vendor S	0.50
Selling and Positioning TSS for MTSS Lifecycle Ma	0.50
Selling and Positioning TSS MMS Alliance Riverbed	0.50
Selling and Positioning TSS MVS Managed Vendor Su	0.50
Selling and Positioning TSS MVSS ATM & Branch	0.50
Service Education for Base and Proprietary Servic	2.50

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Servicing the 520 Hardware	3.00
Servicing the 7031 D24 & T24 Hardware	3.00
Servicing the 7042-CR4, 7042-C06 and 7042-C08 Har	3.00
Servicing the Hardware Management Console for POW	3.00
Servicing the IBM 5594 (Rack) and 5595 (Tower) UP	1.50
Servicing the IBM BladeCenter S	1.50
Servicing the IBM eServer i5 and eServer p5	6.00
Servicing the IBM Flex Storage Expansion Node	1.00
Servicing the IBM Flex System p260 and p460 Compu	0.50
Servicing the IBM HX5 Blade Server and MAX5 Expan	2.00
Servicing the IBM PureData System for Analytics/N	1.00
Servicing the IBM PureScale Application System So	2.50
Servicing the IBM System Networking Rackswitch G8	0.75
Servicing the IBM System p Supporting POWER6 Tech	40.00
Servicing the IBM System x 3850 X5 and x3950 X5 M	2.00
Servicing the IBM System x iDataPlex	5.00
Servicing the IBM System x3200	1.00
Servicing the IBM System x3850 M2	1.50
Servicing the IBM System x3850 X6 and x3950 X6	2.50
Servicing the IBM x3530 M4 Type 7160 and x3630 M4	1.00
Servicing the IBM x3550 M4 Type 7914, x3650 M4 Ty	1.50
Servicing the Lenovo Flex System SI4091 10-Gb Sys	1.00
Servicing the Lenovo Intelligent Cluster 14B	2.00
Servicing the Lenovo Networking RackSwitch G827	1.00
Servicing the Lenovo x3550 M5 and x3650 M5 machin	2.50
Servicing the Model 505 Hardware	3.00
Servicing the Model 510 and 710 Hardware	3.50
SESONAS1 - IBM Scale Out Network Attached Storage	6.50
Seterus Assessment for - Red Flags Policy - A Gui	1.00
SETS7650 IBM TS7650G Gateway Service Training	1.00
SharePoint Online	1.00
Sharing and Linking Data, and Adding Office Apps	0.50
SIH East Training CCS Client Center Offering_OI-O	0.80
SIH East Training CCS Powered by Watson_OI Educat	0.73
Social Engineering: Recognition and Defense	0.50
Software Quote and Order (SQO) Tool	0.75
Software Selling Tools	1.00
Software Test Management	2.00
Solutions Powered by SAP SAP130	2.00
Spring Framework	6.00
SPWR6AG1- IBM System p 9125-F2A (IH) Hardware Tra	4.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

SPWR6AJ1 - 9407-M15 and 9408-M25 IBM Power 520 Ha	4.00
SPWR6AN1 - 8203-E4A, 9407-M15, and 9408-M25 IBM P	3.00
SPWR6AP1- Course: 8204-E8A and 9409-M50 IBM Power	3.00
SPWR6AR1 - IBM Power Systems 19- and 24-Inch PCI-	3.00
SPWR6AS1 - IBM Power Systems CEC Concurrent Maint	3.00
SPWR71U2 - IBM POWER7 7216-1U2 Hardware Training	3.00
SPWR76R6 - Systems Management Director Console	4.00
SPWR7887 - IBM FC 5887 Media Drawer	2.00
SPWR7AA1 - IBM POWER7 8233-E8B and 8236-E8C Hardw	3.00
SPWR7AB1 - IBM POWER7 9117-MMB, 9179-MHB, 9117-MM	3.00
SPWR7CHM - IBM CEC Hot Add/Repair Maintenance for	1.00
SPWR7CR6 - Servicing the 7042-CR6 Hardware Manage	3.00
SPWR7E2B - IBM POWER7 8231-E2B, 8231-E1C and 8231	3.00
SQL Server Overview	3.41
SSAP Delivery Lifecycle for Project Managers - In	1.00
SSR Requirements and responsibilities for hardwar	3.50
Starting and Succeeding with BPM	1.60
Static Code Analysis	3.00
Sterling New Version Enablement - 9.4 Features	7.50
Sterling Selling & Fulfill Foundation Basics of I	2.00
Sterling Selling & Fulfill Foundation Item & Pric	1.00
Sterling Selling & Fulfill Foundation Managing Re	2.50
Sterling Selling & Fulfill Foundation Process Mod	2.00
STG Dev & Mfg Fixed Assets Property Control Educa	0.75
Storage Fundamentals for Data Centers	5.00
Storage Life-Cycle Management Strategy	0.50
StrongLoop Enablement Deep Dive Bootcamp	32.00
Supply Chain Management (SCM) Methods Fundamental	1.50
Supporting IBM System x Tape Products	4.00
System z9 Enterprise Class (z9-EC) Service Educat	2.00
T9353LVC - Virtual Linux Training	36.00
Technical Introduction to IBM WebSphere DataPower	2.40
Technical Leader Launchpad	10.00
Test Design	3.00
Test Levels and Activities	2.00
Testing Throughout the Software Life Cycle	2.00
TestPrep ITIL V3 Foundation (ITV3F)	1.00
The Linux File System	5.00
The Value and Differentiation of IBM z Systems	8.00
The z/OS Management Facility	4.00
Time Sharing Option (TSO)	4.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

TOGAF 9 Certification Training	32.00
Tool Support in Software Testing	1.50
Transformative Solutions Using Dynamic Hybrid Clo	1.00
Troubleshooting IBM BladeCenter	5.00
Understanding Attacks	3.00
UNIX Fundamentals: Overview	1.50
UNIX Fundamentals: Shell Scripting Basics	2.00
Update to the Data Center Contamination Guideline	0.50
Using IBM OpenPages (V6.0)	2.40
Using Online System Facilities - TSO/ISPF	4.00
Using PivotTables, PivotCharts, and Advanced Char	1.00
Using Queue Replication - Web Based	32.00
Using SDSF to Control Job Processing	7.00
Using the IBM Dump Decoder	2.00
Using the Store Management Tool for IBM WebSphere	1.00
Using Workload Pricer Communicator!	3.50
Value Realization: Introduction	1.00
VM (Virtual Machines) Concepts and Facilities	8.00
VM (Virtual Machines)/ESA (Email Security Applian	2.00
VMware vSphere 5 - Part 1: Introduction to Virtua	2.00
VMware vSphere 5 - Part 2: High Availability and	2.50
VMware vSphere 5 - Part 2: Logging and Performanc	3.00
VMware vSphere 5 - Part 2: Upgrading Hosts and Vi	2.00
VMware vSphere 6 Install Part 1: Storage and VMs	2.00
VMware vSphere 6 Install Part 1: vSphere Installa	1.50
VSAM Utilities	4.00
Watson Ambassador - Client-facing IBMers	4.00
Watson Analytics evangelist class	32.00
WBT: IT Infrastructure Library (ITIL) Foundations	10.00
WebSphere Application Server V8 Adm Linux	40.00
WebSphere Application Server V8 Adm Windows	40.00
WebSphere Application Server V8 Overview	4.00
WebSphere Application Server V8.5.5 Performance T	28.00
WebSphere Message Broker Basics	1.00
What Every IBMer Needs to Know About SaaS	1.00
Working with Contacts in Outlook	1.00
Workload Transform Analysis for Cloud: Overview	0.50
Workload Transform Analysis for Cloud: Practition	1.00
XW5237 - Servicing the IBM BNT Rackswitch G8000,	2.00
XW5246 -Servicing the IBM Type 7199	1.00
XW5264 - Introduction to the Chassis Management M	1.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

	XW5272 - Servicing the IBM Type 7198	1.00
	z/OS Architecture 2.1	4.00
	z/OS Concepts and Components 2.1	5.00
	z/OS Systems Programming Fundamentals 2.1	6.00
	z/VM Concepts, System Initialization and Shutdown	6.00
	zEnterprise System 114 Service Education	6.00
	zEnterprise zEC12 Service Education Course	6.00
	zSeries 900 (M/T 2064) CMOS Servers Maintenance T	8.00
Management Skills	Accessibility for Project Managers	1.00
	ACIS Overview Simulations	1.00
	Adopting an Agile Approach to Project Management	2.00
	Advanced Contract Financial Management: Follow th	0.50
	Advanced Contract Financial Management: Using lab	0.50
	Agile Planning: Doing Estimates and Completing th	2.00
	Agile Planning: Project Initiating and Requiremen	1.50
	Agile Project Management Essentials	2.00
	Agile Project Management Leadership and Behaviors	2.00
	Applied Organizational Change Management (Better	6.00
	Becoming an Inclusive IBM Leader	0.75
	Building Relationships & Influence Course	1.00
	Business Execution: Crafting a Business Strategy	1.00
	Business Planning Essentials: Performing Key Anal	1.00
	Business Planning Essentials: Preparing for Imple	1.00
	Change Management for Projects - Just in Time	6.00
	Change Management for Transformation	1.00
	Change Management, Problem Management, & Root Cau	2.00
	Closing Projects - Just in Time	5.00
	Communicating Effectively with Project Stakeholde	0.50
	Communications Planning	6.00
	Conflict Resolution and Dealing with Challenging	1.50
	Consulting Capability: CRM for E2E	2.00
	CONSULTING FUNDAMENTALS IMPROVE YOUR SKILLS IN	2.00
	Consulting Fundamentals - Building Strategic Rela	1.50
	Consulting Fundamentals - Building Your Eminence	2.00
	Consulting Fundamentals - Developing and Interpre	2.00
	Consulting Fundamentals - Effective Communication	2.00
	Consulting Fundamentals - Facilitation Skills	2.00
	Consulting Fundamentals - Handling Challenging Si	2.00
	Consulting Fundamentals - Identifying Opportuniti	2.00
	Consulting Fundamentals - Issue Based Consulting	2.00
	Consulting Fundamentals - Presentation Skills	2.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Contracting for Project Managers - Self Paced	16.00
Control Project Communications - Based on the PMB	1.00
Controlling Changes and Closing a Project - Based	1.00
Controlling Project Costs - Based on the PMBOK F	1.50
Core Consulting: Global Blue Consulting - elearn	8.00
Core PMI Values and Ethical Standards	2.00
Creating and Tailoring Project Management Systems	4.00
Creating the Work Breakdown Structure - Based on	1.50
Creating Value with Innovation Agendas	1.00
Creative Problem Solving & Effective Thinking Sim	1.00
Critical Thinking Essentials: What Is Critical Th	1.00
Customer Service Confrontation and Conflict	1.00
Customer Service Fundamentals: Building Rapport i	1.00
Decision Making: The Fundamentals	1.00
Defining and Sequencing Project Activities - Base	2.00
Deliver the promise - Experienced Technical Leade	8.00
Developing and Controlling the Project Schedule -	2.00
Developing Emotional Intelligence Skills to Deepe	1.50
Developing Strategic Peer Relationships in Your O	1.00
Developing the Capacity to Think Strategically	1.00
Developing the Right Attitude for Performing unde	1.00
Direct, Monitor, and Control Project Work - Based	1.50
Effective Relationships with Customers	2.00
Elements of a Cohesive Team	1.00
Engagement and Motivation	0.50
Estimating Activity Resources and Durations - Bas	2.00
Estimating Best Practices Overview	1.50
Expert Consulting Skills - Working in a Global Te	3.00
Financial Management for Project Managers - Distr	16.00
Foundation to Experienced Consulting	1.00
Fundamentals of Globalization: Managing in a Glob	1.00
Getting Oriented for Managers - Essentials to Lea	2.00
Getting Results without Authority: Building Relat	1.00
Getting Started Using IBM Rational Portfolio Mana	3.00
Global Business Services Business Requirements De	1.00
Governance and Escalation	3.50
GTS Global Server Build Process	1.50
How to design and facilitate workshops to engage	0.75
HR Transformation: Module 2 - HR Business Case an	1.00
IBM Global Services Worldwide Quality Assurance P	2.00
IBM Program Work Center Basic User Training	6.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

IBM Program Work Center Program Administrator Tra	6.00
Identifying Project Risks - Based on the PMBOK F	1.50
Improving Client Satisfaction	1.00
Innov8 Project Management	1.00
Integrated Initiation and Planning - Based on the	2.00
Integrated Project Planning & Forecasting (Integr	1.00
Integrated project planning Delivery Start/7Keys	1.00
Integrated project planning Forecasting/Task Mana	1.00
Interest-Based Negotiation	1.50
Introduction to Managing Agile Projects at IBM	4.00
Introduction to PE Role & Responsibilities	8.00
Introduction to Program Management	1.50
Introduction to Project	1.00
Introduction to Project Management using Project	1.00
Introduction to the DPE Job Role	1.00
Issue-Based Consulting	1.50
IT Project Management Essentials: Introduction to	1.00
IT Project Management Essentials: Testing Deliver	1.00
Leadership Essentials: Building Your Influence as	1.00
Leadership Essentials: Creating Your Own Leadersh	1.00
Leadership Essentials: Leading Innovation	1.00
Leading Teams: Dealing with Conflict	1.00
Leading Teams: Developing the Team and its Cultur	1.00
Leading Teams: Launching a Successful Team	1.00
Managing Accounts in Today's Global Environment	1.60
Managing and Controlling Stakeholder Engagement -	1.50
Managing Difficult Stakeholders	0.50
Managing Employee Relations RisksFor IBM Manager	1.00
Managing Escalations	0.50
Managing Procurements - Based on the PMBOK Fifth	2.00
Managing Project Human Resources - Based on the P	2.00
Managing Projects and Programs (MP&P) Validation	2.00
Managing Projects within Organizations - Based on	2.00
MD 101 - Essentials to Lead	3.00
MD 103 - Advancing your Management Effectiveness	10.00
MicroInequities: The Power of Small (Workplace an	1.00
Module 2. Getting Started with Super Dev Mode Glo	0.75
Monitoring and Controlling Project Scope - Based	1.50
Monitoring, Controlling, and Closing Programs	2.00
Negotiation	0.50
Networking	0.50

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Online Overview of Project Management in Global B	4.00
Overview of the Scrum Development Process	2.00
PE Finance Education eLearning	1.00
Performing A Quality Assurance Project Management	8.00
Performing Risk Analysis - Based on the PMBOK Fi	1.00
Plan and Manage Project Communications - Based on	2.00
Plan Quality Management - Based on the PMBOK Fif	2.00
Planning Agile Project Releases and Iterations	2.00
Planning Project Costs - Based on the PMBOK Fift	2.00
Planning Project Human Resources - Based on the P	2.00
Planning Project Procurement Management - Based o	1.00
PM203-US Scope and Change Management	1.00
PM204-US Managing to a Project Plan - how to leve	1.00
Practical Estimating Lifecycle: A Fundamental Bus	6.00
Practical Guidance for IBM Unified Method Framewo	3.25
Preparing A Detailed Estimate For Projects	3.00
Process Management for DPEs	1.00
Process, Methods, and Tools Foundation	3.00
Program Life Cycle and Benefits Management	2.00
Program Management for DPEs	1.00
Project and Program Management Annual Update	3.00
Project Management - Agile Learning Suite	1.00
Project Management - Cloud Computing Learning Sui	1.00
Project Management - Social Projects Learning Sui	1.00
Project Management Assessment	0.50
Project Management Basics - Scope management on G	2.00
Project Management Basics - Seven Keys to Success	2.00
Project Management Basics - Understanding plannin	2.00
Project Management Basics: Understanding Project	2.00
Project Management Orientation	16.00
Project Management Overview - Based on the PMBOK	1.50
Project Management Principles e-Learning	4.00
Project Management Process Groups - Based on the	2.00
Project Management Review	2.00
Project Quality Management	6.00
Project Quality Theory and Application	4.00
Project Requirements and Defining Scope - Based o	2.00
Project Risk Management	6.00
Project Risk Management Case Study	6.00
Project Stakeholder Management - Based on the PMB	1.50
QA Fundamentals in Services Solution Design	8.00

Attachment 2 - Training Delivery and Curriculum Listing

Provided below are details on the types of training planned for this proposed Training Project.

Quality Assurance and Quality Control - Based on	2.00
Release Management	1.00
Response and Lead Management - Performance Market	1.00
Risk Management Planning - Based on the PMBOK Fi	1.50
Risk Response and Control - Based on the PMBOK F	1.00
Services Proposal Statement of Work Development	8.00
Strategic Account Governance for IBM Account Team	0.50
Strategy Bootcamp	1.50
Successful Client Management	1.00
Taking Control of Existing Projects - Just in Tim	5.00
The Coaching Skillset	3.00
The Voice of Leadership: The Power of Leadership	1.00
Using PMPMG to Assess and Improve Project Managem	1.50
Using the GS Risk Tool to Manage Project Risk - J	3.00
Virtual Communication Skills	1.50
Virtual Overview of Project Management in Global	14.00
What Knowledge-Centered Support (KCS) means to In	0.50